

Massachusetts Division of Insurance  
Annual Report of Membership  
in Small Group Health Insurance Plans <sup>1</sup>  
as of December 31, 2003

	<b>COVERED LIVES COMMERCIAL INSURANCE CARRIERS (WITH 2003 MEMBERSHIP ACCORDING TO 2003 ANNUAL REPORTS)</b>	<b>ANNUAL 2002 COVERED LIVES</b>	<b>ANNUAL 2003 COVERED LIVES</b>	<b>2002 - 2003 CHANGE COVERED LIVES</b>	<b>2002 MARKET SHARE</b>	<b>2003 MARKET SHARE</b>
1	Aetna Life Insurance Company	538	476	(62)	0.1%	0.1%
2	Chesapeake Life Insurance Company	202	100	(102)	0.0%	0.0%
3	Conseco Senior Health Insurance Company	3	3	0	0.0%	0.0%
4	Fallon Healh & Life Assurance Company	0	0	0	0.0%	0.0%
5	Fortis Benefits Insurance Company	2,282	2,960	678	0.3%	0.4%
6	Fortis Insurance Company	2	1	(1)	0.0%	0.0%
7	GE Group Life Assurance Company	186	38	(148)	0.0%	0.0%
8	Gerber Life Insurance Company	1,814	1,561	(253)	0.2%	0.2%
9	(The) Guardian Life Insurance Company of America	2,574	1,543	(1,031)	0.3%	0.2%
10	HPHC Insurance Company, Inc	0	203	203	0.0%	0.0%
11	John Alden Life Insurance Company	6,515	7,561	1,046	0.8%	1.0%
12	Legion Insurance Company	375	0	(375)	0.0%	0.0%
13	(The) MEGA Life and Health Insurance Company	13,229	14,582	1,353	1.7%	1.9%
14	Metropolitan Life Insurance Company	988	572	(416)	0.1%	0.1%
15	Mid-West National Life Insurance Company of Tennessee	10,784	12,128	1,344	1.4%	1.6%
16	National Health Insurance Company	348	309	(39)	0.0%	0.0%
17	New England Life Insurance Company	1,406	1,214	(192)	0.2%	0.2%
18	Transamerica Life Insurance Company	697	1	(696)	0.1%	0.0%
19	Tufts Insurance Company	0	1,992	1,992	0.0%	0.3%
20	UniCARE Life and Health Insurance Company	14	6	(8)	0.0%	0.0%
21	UnitedHealthcare Insurance Company	930	169	(761)	0.1%	0.0%
	<b>TOTALS:</b>	<b>42,887</b>	<b>45,419</b>	<b>2,532</b>	<b>5.4%</b>	<b>6.0%</b>

<sup>1</sup> Based on the 2003 Small Group Annual Reports currently on file with the Division.